

Chemist & Druggist

January 26 1974

THE NEWSWEEKLY FOR PHARMACY

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The newsweekly for pharmacy

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Mr J. Callaghan (see p 67)



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Professional News

Pharmaceutical Society of Ireland

Council replies to newspaper article on sale of contraceptives

A Dublin Sunday newspaper article, which made allegations against unnamed pharmacists regarding the sale of anovulants, was attacked at the January Council meeting of the Pharmaceutical Society of Ireland.

The president, Mr R. J. Semple, said his attention had been drawn to a report in the *Sunday Independent*, January 6, "purporting to describe the activities of unnamed pharmacists following the recent Supreme Court decision in the Magee case." Anovulants had been available in the country for many years and could be supplied only on the authority of a valid prescription. "The Pharmaceutical Society has no evidence that any pharmacist has ever supplied an anovulant except in accordance with the law," said Mr Semple.

So far as contraceptive devices were concerned the position now appeared to be that any citizen — including a pharmacist — could import such articles for personal use. The prohibition on their sale still applied and would remain until such time as the law might be changed or amended. "If the correspondent responsible for the report can substantiate his assertion that pharmacists are breaking the law, my Council would be grateful for the details so that appropriate action may be taken."

Resentful

Mr Semple expressed surprise that a national newspaper should publish "veiled allegations" against members of a profession without first checking the accuracy with the professional body. "Understandably, pharmacists are resentful that the *Sunday Independent* would employ such slighting phrases as 'street chemists' to describe a responsible and law-abiding profession".

Mr W. J. Butler said it was a long standing tradition that pharmacists dispensed all prescriptions without inquiring into the doctor's treatment. Most of the preparations concerned in the family planning area had more than one purpose, and it was not the function of the pharmacist to impinge on the doctor-patient relationship, or to make moral judgments for others.

Mr T. R. Miller agreed, and pointed out that the duty of the pharmacist was to ensure that the prescription did not contain an overdose, an incompatibility, or some potential reaction which could be adverse to the patient's health. In such an event the pharmacist should discreetly contact the doctor and draw his attention to the danger, but this did not confer on the pharmacist any right to question the doctor's treatment.

The Council decided to communicate with the Departments of Health and Justice saying that it now appeared likely that the Government will introduce legislation relaxing the prohibition on the sale of contraceptives. If that should happen the State had a duty to ensure responsible distribution of the devices, and the sale and distribution should be confined to members of the health professions who were bound by a strict code of professional ethics. Mr H. P. Corrigan, agreeing with the proposal, said that pharmacists would retain the right to decide whether or not they would provide such a service.

VAT difficulties

Mr T. O'Malley, MPSI, Limerick, submitted a memorandum on the difficulties encountered by pharmacists in implementing VAT. The biggest disservice of VAT so far as he was concerned was the amount of time he spent "doing the Government's work." With potent new drugs and preparations coming on the market every day pharmacists should have time to study their pharmacology, toxicity, indications and contra-indications so that they could help their medical colleagues, who were increasingly seeking such information from pharmacists. Since the advent of the GMS scheme and the introduction of VAT it was difficult to keep abreast of the new drugs. This could have a deleterious effect on the standard of pharmaceutical service to the general public within a few years.

The president said that the Council had written to the Minister for Finance stressing this VAT problem, and he was hopeful that a meeting with the Minister, or a senior official of his Department, would be arranged in the very near future.

Arising out of the Law Committee's report Mr M. Shannon drew attention to raids on pharmacies which had taken place recently by persons seeking drugs of addiction. Their first target appeared to be the locker or receptacle in which pharmacists kept their Dangerous Drugs. He felt that pharmacists should put their lockers in places less easy of access than within the compounding department of the pharmacy.

Mr R. J. Power mentioned that many pharmacists had heeded the advice given by the Council two years ago, and had disposed of their Dangerous Drugs except for the minimum stocks. Wholesalers today, he added, gave excellent daily delivery services, and there was no need to carry anything except the most urgent preparations in stock.

The registrar reported that the Economic Survey of the Pharmaceutical Pro-

fession had been completed by the management consultants retained by the Society, and copies of the report had been distributed to each Council member. Dr Boles pointed out that the report ran into many thousands of words. It incorporated a great deal of useful statistical information in the form of tables and comments.

It was agreed that no decision on the report should be taken until every member of the Council had an opportunity of studying it in detail. A full discussion could take place at the next Council meeting.

Mr Power reported that a meeting of the Pharmacy Group of the EEC would be held in Brussels on January 28. The meeting could be critical since he was aware that the six original members of the EEC were concerned over the lack of progress since the enlargement of the Community. Private commercial interests had access to the Commission, and clearly their representations had caused the Commission to delay the implementation of the original draft directives. He could foresee that the pharmaceutical representatives might have to adopt a very strong line with the Commission. It was agreed that Mr Power and the registrar would attend the Brussels meeting.

Christmas greetings were received from: the President of Ireland; the Apostolic Nuncio; the Commissioner, Garda Siochana; the Irish Medical Association; the Irish Veterinary Association; the Pharmaceutical Societies of Great Britain (including Scottish Department), and Northern Ireland; FIP Denmarks Apotekerforening; Österreichischen Apothekerkammer; Pharmacy Boards of South Africa, Victoria and Western Australia; Ulster Chemists' Association; Pharmacy Group of the EEC, and many pharmaceutical companies.

FIP Congress

Mr M. J. Cahill reported that satisfactory progress had been made in the arrangements for the FIP 1975 Congress of Pharmaceutical Sciences. Dr Boles said that Professor Polderman, secretary, and Professor Beckett, chairman of the Board of Pharmaceutical Sciences, had attended meetings in Dublin last December, and had given a lot of useful advice. He was confident that they would be able to meet all their commitments fully and that the function would be a success.

When it was mentioned that 1975 was the centenary of the foundation of the Society, the Council decided to request the Practice of Pharmacy Committee to examine what special arrangements should be made by the Society to celebrate the event.

Discussions had taken place with the Department of Health on a scheme for the collection of "bathroom", ie, unwanted or leftover medicines, which were to be found in most households in the State, said Mr Semple in reply to a question. The scheme envisaged was a two weeks intensive publicity campaign in newspapers, journals, and on television; and collection of such medicines at all pharmacies throughout the country. Pharmacists would be fully briefed on how they should participate. They would be supplied with receptacles to receive the unwanted medicines.

Continued overleaf

The Local Health Boards would be responsible for the collection and disposal of the accumulated unwanted medicines. It would be stressed to these bodies that medicines so received should be destroyed, and there could be no question of handing them over to charities, or for re-use. It was probable, the president added, that an official announcement on this matter would emanate from the Department of Health in the near future.

The treasurer, Mr J. E. Burrell, expressed his thanks to all those who had subscribed to the Benevolent Fund, and particularly referred to the members of the Benevolent Fund Dance Committee who had handed in a cheque of £900 as the result of the past year's efforts. The wisdom of continuing the annual dress dance was being questioned by pharmacists, and the Dance Committee had asked the Council for their views.

Mr Shannon said he would deplore any move to discontinue that function which

gave him an opportunity to invite friends, who were not pharmacists, to meet members of the profession in a social way. It also enabled the Council to extend hospitality to representatives of sister professions.

Register changes

On submitting marriage certificates Mrs Annie M. Mulcahy (nee Kiely) and Mrs Christine O'Hanlon (nee Hynes) were granted changes of name in the Assistants Register. Licentiates of the Society elected to Membership were: Emily Donnelly, Donal C. Harrington, Kevin O'Gorman, and Michael Whelan. Mr David Garahy, LPSI, 4 St John's Terrace, Millpark Road, Enniscorthy, was nominated for Membership of the Society.

The following changes of address were notified: Dr John A. Blaney, MPSI, to 10 West Close, Noctorum, Birkenhead; Mr Fergal V. Chambers, MPSI, to 57 Oakbrook Development, Castlefarm,

Swords, co Dublin; Mr Michael J. Durcan, MPSI, to Sligo Road, Ballina, co Mayo; Mr John F. Fitzpatrick, LPSI, to Pharmacy Department, University Teaching Hospital, P/Bag RWI, Lusaka, Zambia; Mr John F. O'Brien, MPSI, to Unit 3, Bayside Shopping Centre, Sutton, Dublin; Mr Desmond O'Shea, MPSI, to 32, Rose Park, Kill Avenue, Dunlaoghaire, co Dublin; Mr James C. Pettit, LPSI, to c/o A. Klinge & Co Ltd, 8 Munchen 80, Weihenstephaner Str 28, Germany; Mrs Mary A. Halliday, Assistant, to 4, The Crescent, Blackrock, Dundalk, co Louth; Mrs Elizabeth M. Stoner, Assistant, to Longford House, Glenageary Road, Dun Laoghaire, co Dublin; Mr Seamus R. O'Reilly, LPSI, to 5 Argyle Road, Ballsbridge, Dublin 4; Mr K. McElwee MPSI, to 112, Terenure Road West, Dublin 6; Mr Matt Connolly, MPSI, to 59 Main Street, Dungarvan, co Waterford; Mrs Marie McElwee, Assistant, to 112, Terenure Road West, Dublin 6.

Irish News

Irish medicines control and pharmacies

Pharmacists have a role to play in medicine control in Ireland, according to Mr R. J. Semple, president, Pharmaceutical Society of Ireland.

Speaking at the recent conferring ceremony at College of Pharmacy, Dublin, Mr Semple noted that a medicines Bill for Ireland will be introduced sometime in the future. Meanwhile, there was a voluntary control system whereby manufacturers agreed to submit all new products to the National Drugs Advisory Board for approval.

"I believe pharmacists have a role to play in this situation," said Mr Semple. A "useful liaison" could be maintained between prescriber and pharmacist in noting any undesirable effects produced by medicines which were not reported in the literature. Pharmacists were often the first

Mr R. J. Semple

to note an emerging pattern or trend and suspicions should be reported to the prescriber or National Drugs Advisory Board.

The need for vigilance and the shortcomings of a voluntary control system were illustrated by a recent incident. A new product had been launched on the Irish market but pharmacists were not advised about its qualities until a story appeared in a national Sunday newspaper. Pharmacists were faced with a considerable demand for the new preparation about which they knew very little — they did not know whether it had been cleared by the Board or if it was subject to forensic control.

Pharmacists, particularly in hospital, should make the pharmacy a centre for drug information, advised Mr Semple. The emergence of the ward pharmacist would be a logical development from such a service. Mr Semple called on each new licentiate to become a member of the Society — "the best way of ensuring that you will keep abreast of developments both scientifically and professionally" — and to join the Pharmaceutical Union "to safeguard your material interests".

Benevolent Fund Appeal

Mr R. J. Semple appealed to Society members who were golf and bridge enthusiasts to organise events to support the Society's Benevolent Fund. He spoke at the Benevolent Fund dinner and dance held at the Shelbourne Hotel, Dublin, in December when he praised the Committee but pointed out that dinner dances were becoming less profitable as costs increased. Among the guests were the president of the Pharmaceutical Society of Northern Ireland, Mr T. A. Gray, Mrs Gray, and the secretary of the Society, Mr W. Gorman.

Pharmacy changes

Four pharmacies have closed down in the Irish Republic recently: Williams Ltd, Middle Abbey Street, Dublin; Quigley's Pharmacy, Castle Street, Cork; Michael Leahy's pharmacy, 13 Patrick Street,

Limerick and W. K. Bourke Ltd, Roscrea. Armour's Medical Hall, Ltd, Abbeyleix, has been sold to Mr F. O'Donnell, MPSI. Mr A. Walsh has opened a pharmacy in Montrose Shopping Centre, Dublin, and Mr T. O'Malley has opened at 19 Barrington Street, Limerick, for prescriptions and the sale of medicines only.

□ Mr Fintan L. Murphy, Grocer, Cloneygowan, Tullamore, Eire, was recently fined £5 with costs at Portarlington District Court for selling a cough mixture containing a scheduled poison.

Deaths

Corr: Recently, Mr James F. Corr, MPSI, The Medical Hall, Carlow. Mr Corr was in his early 70's and within a year of attaining his golden jubilee in pharmacy, having qualified as a Licentiate of the Pharmaceutical Society of Ireland in May 1925.

Mullen: Recently, Mr William Patrick Mullen, MPSI, 4 The Mall, Malahide, co Dublin. Mr Mullen qualified as a licentiate in 1937. Shortly afterwards he became representative for The British Drug Houses in Ireland, and on the formation of a BDH company in Ireland, became their Irish managing director. When Glaxo took over BDH Bill Mullen (as he was familiarly known) became manager of the BDH division within Glaxo at their new foundation at Rathfarnham, Dublin, a post he held up to the time of his death. A regular supporter of the Irish Chemists' Golfing Society, he missed few outings.

Mooney: On December 3, 1973, Mr Thomas Bernard Mooney, MPSI, Maudlin Street, Kells, co Meath. Originally from Kilbeggan, co Westmeath, Bertie Mooney, as he was known to a legion of friends, went to Kells some years ago and established a practice there, specialising on the veterinary side.

O'Callaghan: On December 10, 1973, Mr Eugene O'Callaghan, MPSI, 64 Patrick Street, Cork. Mr O'Callaghan had almost completed half a century as a licentiate of the Pharmaceutical Society of Ireland.



Comment

Beyond the limit

When the errant proprietary medicines manufacturer promotes his wares in a way more suited to shampoo, the pharmaceutical profession rightly protests. So it was with considerable dismay that we recorded last week (p 34) a competition being run by Co-operative Society pharmacies—for which the entry qualification is the purchase of an over-the-counter medicine.

Admittedly the products involved—Beechams Powders, Mac lozenges, Venos—may all be regarded as "standby" medicines. But the attraction of a chance to win one of 50 holidays for two in Majorca, must surely invite purchases by those already having an appropriate "standby" in their medicines cabinet. The competition is itself also open to criticism. There are five questions to be answered, with a choice of three replies to each, involving calories in foodstuffs, blood pressure change with age, effectiveness of influenza vaccine against colds, prevention of chilblains, and normal blood temperature. (Any pharmacist who has succeeded in reassuring a thermometer-happy customer should have fun with the last one !)

These are all matters of legitimate consultation between pharmacist and customer, but the competition is ("according to the handout") promoted both through pharmacies and drugstores. It must be hoped that the competing consumer does not assume that health information, as well as entry forms, may be had from both sources.

In May last year the Co-operative Societies were

advertising their "£1 million price-cut", and we then criticised their use of the restricted title "pharmacy" in the campaign (*C&D* June 2, 1973, p 729). A similar criticism was levelled (*C&D* December 22/29, 1973, p 845) at Care chemists' advertising because the pharmacist as an individual was being "promoted".

In the report of the January meeting of the Pharmaceutical Society's Council, there is a hint of "second thoughts" on the part of Care. The Ethical Committee had considered that the advertisement would create an invidious distinction between members of the organisation and pharmacists who were not members, and therefore recommended that the objections of the Council to this type of advertisement be brought to the attention of the managing director and pharmacist directors of Care and the NPU Executive.

Mr D. N. Sharpe, making a personal statement, said that the directors of ICML had no desire for any sort of confrontation between themselves and the Society. Unfortunately, there was little that could be done in the case of advertisements that were coming out on January 21, owing to the exigencies of the situation.

Certainly there is room for second thoughts on the part of all who use pharmacy's restricted titles too liberally and in the wrong context; those who find themselves potentially encouraging medicines purchases (as distinct from influencing brand choice) should also think again.

Post Scripts

Tonic for Juliet

A North London pharmacist has sent in a very clearly written NHS prescription for "Tabs Serenade, 5 mg"—and wonders if it might be a new treatment for Romeo deficiency! Strangely, the doctor's signature is of a much lower writing standard than on the rest of the form. . . .

An inventive magician

Mr P. W. Blanchard, representative for Cupal Ltd. in the Midlands and North Wales, can have little spare time for "putting his feet up". His main interests in his spare time, apart from his family of course, he says are being a member of the Magic Circle and of the Society of Inventors. In connection with the latter Mr Blanchard says he specialises in devising children's games, having sold one to the toy trade in 1971.

Being associated with pharmacy, and

talking to chemists almost every day of his life, caused him to think of devising a medical game, which he says has a basic theme covering chemists, doctors, hospitals. As he does not like being morbid, no one dies in the game. Since Christmas he has received an inquiry from America, from an important contact in the toy trade, who has declared an interest in seeing his game ideas and prototypes.

In 1971 (*C&D*, July 24, p 99) mentioned that Mr Blanchard had invented attachments to car wheels to prevent veering off course when a blow out occurred. Although several firms appeared to be interested none took it up so that particular invention remains in his in-tray.

On the subject of inventing Mr. Blanchard is due to speak on Radio Birmingham BBC 206 medium wave or 95.6 VHF (Radio Brum Club) on February 2.

Salicylates hazard

Salicylate takers during pregnancy are more likely to suffer from anaemia, haemorrhage, complicated deliveries and prolonged gestation, according to a letter in *The Lancet* recently.

After carrying out a survey of 4,000 pregnant women, two Australian doctors suggest that urinary screening tests for salicylates should be done as part of routine antenatal care. Women identified as taking salicylates could then be warned about the hazards of excess consumption.

A feature of Intershop 74 held last week in London was a shopping precinct erected by Showrax Ltd. Included was a chemist's shop the shelves being filled with merchandise by Vestric Ltd. It attracted more attention than the picture indicates—a shopfitting film was showing opposite!



Foundation to sponsor aspirin research

An organisation to review, collate, sponsor and encourage research into aspirin has been set up and sponsored by a number of pharmaceutical companies.

Explaining the idea behind setting up the Aspirin Foundation, the chairman, Dr G. Fryers, said they were "anxious to find the facts really relevant to the use of aspirin". Thousands of research papers, published all over the world, had never been thoroughly digested and more was yet to be learnt. The Foundation would act as a "scientific focus" to bring all the evidence together for objective examination and to see what further research was necessary.

There were three areas which were uncertain and interesting to the Foundation: the contention that aspirin caused major intestinal bleeding; recent evidence that aspirin could help prevent atherosclerosis and coronary disease; and the mode of action in the inhibition of prostaglandin synthesis.

The companies sponsoring the Foundation are Monsanto Ltd, Beecham Ltd, Nicholas Laboratories Ltd, Miles Laboratories Ltd, International Chemical Co Ltd, and Reckitt & Colman Ltd. Other officers include Professor H. Stewart MD, FRCP, St Mary's Medical School, Paddington, London, as medical consultant, and Mr F. Razzell as treasurer. The Foundation's offices are situated at 1 Roberts Mews, Lowdes Place, London SW1X 8DA, telephone 01-235 4086.

Pharmacists' support claimed by Union

Mr D. Warburton has claimed support from pharmacists for points in the General & Municipal Workers' Union's discussion paper on the pharmaceutical industry.

In a letter published in *The Times* last week, Mr Warburton, the Union's national industrial officer, said "the response from most people with an interest in the subject, including doctors, pharmacists, researchers, chemical technicians and others has been one of general support for the main proposals". The letter also claimed that the Association of the British Pharmaceutical Industry had cheapened the discussion by "personal attacks and criticism based on an inaccurate study of the proposals".

Mr Warburton told C&D that he had received "about 40 to 50" letters or telephone calls from pharmacists, of which more than 90 per cent were in favour of certain specific proposals. Most agreed that the problem of brand names in relation to prescribing should be looked at, and some were in agreement that a national directory of compounds and their prices should be produced—information from the

Department of Health was not considered adequate. A number of pharmacists had also commented on the prices of drugs to the underdeveloped countries.

Less independence for retail after April?

Retail pharmacy will be less independent and more subject to Government control following the NHS reorganisation changes on April 1, said Mr C. C. B. Stevens, vice-president of the Pharmaceutical Society last week. Speaking to members of the Oxfordshire Branch, he suggested that in the long term, a choice would have to be made between the professional and the commercial. Mr Stevens could not foresee independent pharmacy continuing as at present, depending half on prescriptions and half on counter.

But for hospital pharmacy the future had never looked better—there was a good career structure and the post of area pharmaceutical officer would be very influential.

Too many similar tranquillisers

The latest *Drug and Therapeutics Bulletin* questions the need for so many similar benzodiazepines.

Although these compounds—chlordiazepoxide, nitrazepam, diazepam, oxazepam, medazepam, lorazepam and clorazepam—are an important advance in the treatment of anxiety states, says the *Bulletin*, the slight differences between each one do not justify the marketing of all seven. In the author's opinion, diazepam is the best one to try first and "the widespread use of nitrazepam as a hypnotic reflects marketing policy and not its phar-

Mr D. McTurk, MPS, and Miss S. Gooding—winners of Scottish Colorfoto Laboratories Ltd's "lucky draw" competition—were presented with their prizes recently. Miss Gooding and Mr McTurk—whose pharmacy in Troon, Ayrshire, handled the winning order—each received two tickets for a week's holiday in Majorca. With them is, right, Mr McLean, marketing director, Scottish Colorfoto.

macology." Diazepam, chlordiazepoxide and lorazepam are at least as effective hypnotics as nitrazepam, says the report.

Roche feel that the report is "largely based on theoretical pharmacology and only minimally on practical therapeutics." They say the differences between the compounds have been underplayed; there is considerable difference in muscle relaxant effect and trials have shown patient preference for nitrazepam as a hypnotic. □ Long-acting nitrates should be abandoned as prophylactics in angina pectoris, according to an earlier *Bulletin*.

There is no convincing evidence that they have an effective prophylactic action, possibly because pharmacological tolerance and physiological adaptations develop with long-term use, says the *Bulletin*. Propranolol, oxprenolol and practolol are now the drugs of choice for continuous administration, or prenylamine or verapamil if the former do not give a satisfactory response. Glyceryl trinitrate is still considered the drug of choice before an expected attack.

Unit for hospital 'specials' to close

Hospital pharmacies—already suffering from the general problem of shortages—could be further hit by the closure of a Boots Co Ltd unit preparing hospital "specials".

However, Boots Co have agreed with the Department of Health to produce a "short list" of items for the time being—such items being difficult to obtain otherwise. A Department spokesman said that it was an interim measure while the Department and hospital pharmacists looked into alternative means of production.

Other manufacturers with "specials" departments are not perturbed by the situation. Mr A. R. Ritchie, managing director of Macarthys Laboratories Ltd, explained that the market was unpredictable and spasmodic. Demand on Macarthys had kept to a reasonable level and he thought the company should be able to cope with additional orders. A spokesman for Evans Medical Ltd said he was not aware of any serious problems with "specials".

Hospital chief pharmacists gave C&D examples of commodity shortages. Ampoules of different strengths of sodium bicarbonate injection were said to be particularly difficult to obtain.



More drugs may show expiry dates

Labelling of medicines with their own expiry date may be extended to more products, including tablets.

The ABPI commercial affairs committee is currently discussing the industry's response to a questionnaire on methods of expiry dating. But a final decision is not expected until the matter has been discussed with other standing committees of the ABPI.

Burroughs Wellcome Co in the US are developing a system for identifying products with a 5-year or longer stability. A January or July date on the label would indicate when use of the product is no longer recommended.

A spokesman for Wellcome said the UK company already date products with a 3-year stability eg Alkeran tablets, Septrin adult suspension and, in conjunction with the ABPI, they were looking at other methods of expiry dating.

Commons motion on branded drugs

Three Labour backbenchers, headed by Mr Laurie Pavitt, have tabled a Parliamentary motion aimed at eliminating the prescribing of branded name drugs for NHS patients.

The motion entitled "Reducing the nation's drugs bill" states "That this House, whilst reaffirming the clinical freedom of medical practitioners to prescribe any medicine judged to be in the best interest of patients, believes that all drugs for NHS patients should be dispensed only upon their generic or medical names, and that the Government should introduce regulations to make this change in order to eliminate the prescription of branded name drugs".

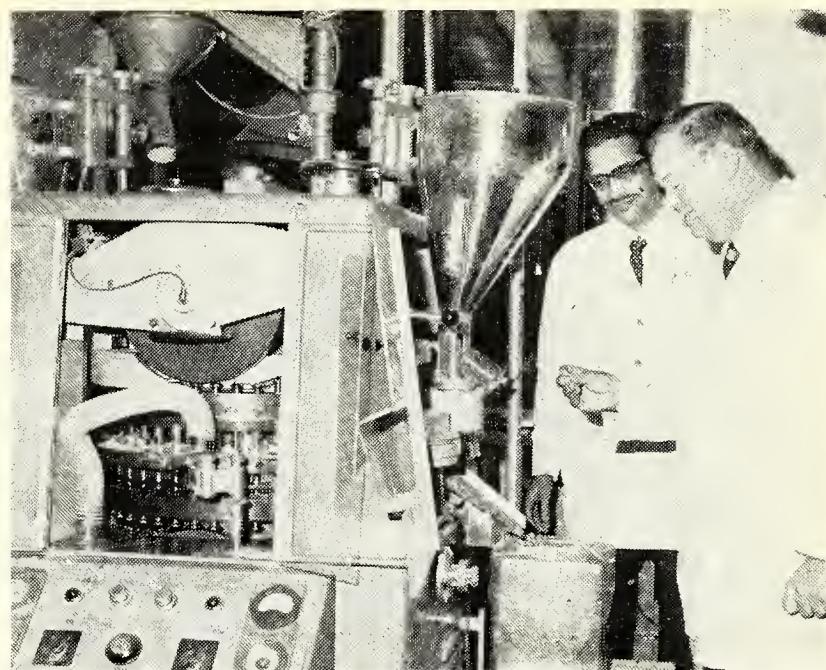
Old pharmacy to close

Davidson & Kay Ltd, Aberdeen, are moving out of their Union Street pharmacy at the end of April. The premises have been sold for redevelopment but neither buyer nor price has been disclosed.

Founded before 1796, the company has been in business in the Union Street area for 112 years. They will open a new branch in a developing shopping area of the city and will concentrate meantime on their other city branch at Alford Place, Aberdeen.

The Health Research Group organised by consumer champion Ralph Nader, has urged the US Government not to let Alka-Seltzer be sold as remedy for stomach ailments, claiming that millions of ulcer victims may suffer if it is — *Guardian* report on Tuesday.

Mr A. W. Newberry, FPS, manager, tablet production at Evans Medical, Speke, Liverpool, was in India for three weeks recently. He is seen in the tablet department at Glaxo India's Worli factory with Mr J. R. Kalke. Mr Newberry advised on environmental control in production areas. He also addressed executives on dust control in tabletting.



Better contraceptive methods ahead?

New forms of uterine devices and improved chemical contraceptive methods should be in use within the first years of the reorganised NHS, said a leading gynaecologist last week.

Sir John Stallworthy, emeritus Nuffield professor of obstetrics and gynaecology, University of Oxford, was speaking at a one-day conference on "Family planning in the reorganised NHS," held by the Royal Society of Health in conjunction with Ortho-Pharmaceutical Ltd.

IUD's give a high degree of contraceptive safety, he said, but one of the drawbacks may be increased menstrual loss. Research is in progress to find how the bleeding can be reduced, perhaps by introducing some chemical into the device. Similarly, copper or slow-release progesterone are being incorporated and tested for their anti-fertility effects.

It may be possible in the future to immunise people against their own gonadotrophin-releasing factors or against the gonadotrophins themselves, he said. Gonadotrophin-releasing hormones have been isolated recently from the hypothalamus and can now be synthesised for testing in humans.

Turning to prostaglandins, Sir John said that, although useful for induction of labour or abortion, they are unlikely to play a part in contraception in the near future as much has yet to be learnt about their action.

Millions of pounds are being spent on the technical side of family planning methods but research is lacking in ways of motivating people to use them, said Sir John Stallworthy. Dr Max Elstein, senior lecturer in human reproduction and gynaecology, University of Southampton, said recent surveys have shown that only 31 per cent of married women use family planning services in England and Wales. About a third of women at risk use the least reliable methods (withdrawal or safe period) or none at all, he said.

Dr Elstein said in the re-organised NHS the main responsibility for family planning services will be at district level and the FPA estimate that by the end of 1976,

management of all but 200 of their clinics will have been transferred to the new health authorities. The district management team should establish an advisory committee representing general practitioners, clinic doctors, consultant obstetricians and gynaecologists, social workers and health visitors. A doctor would be appointed co-ordinator of family planning services which would be available from three units—the general practitioner or health centre, free access clinics or hospitals.

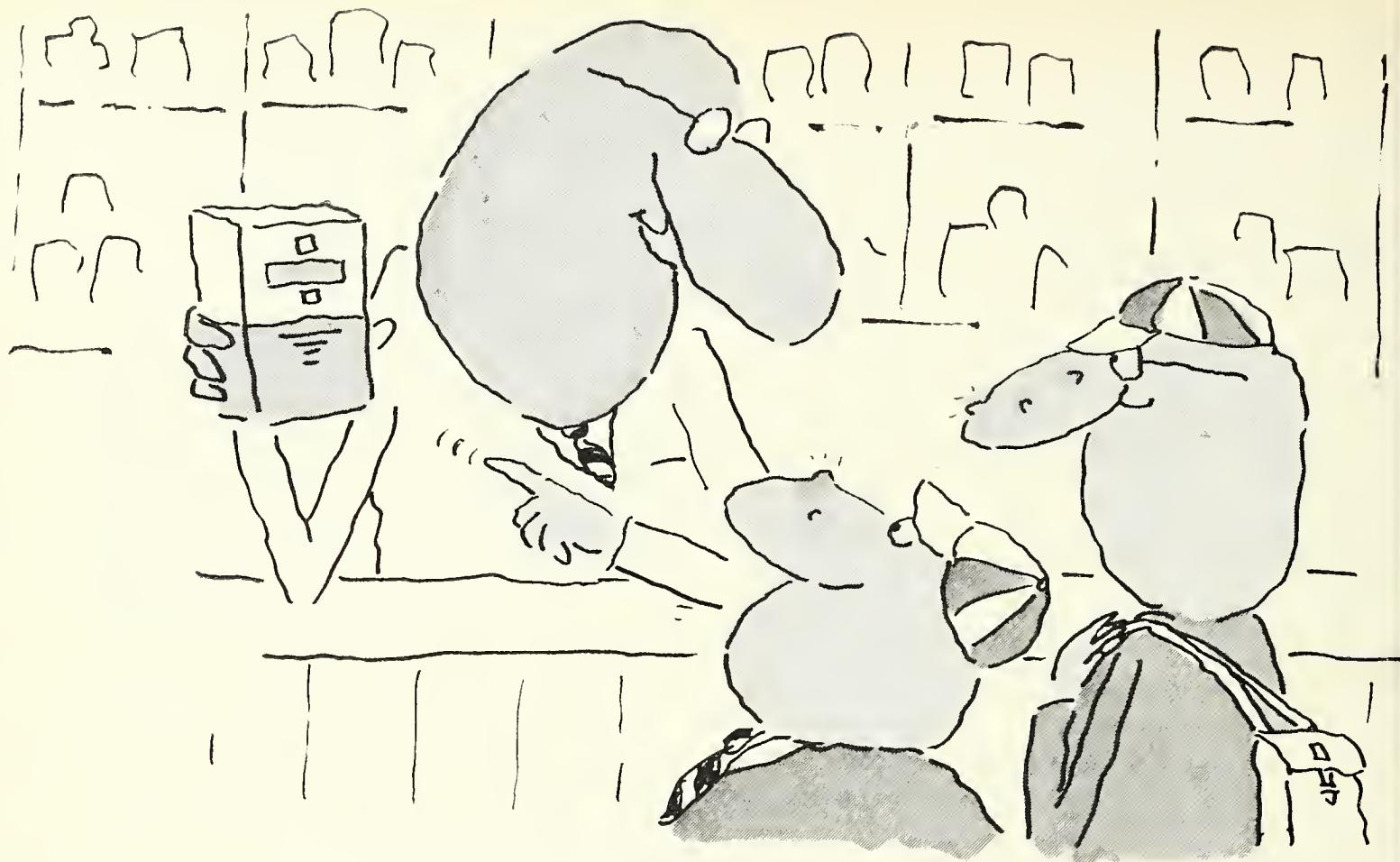
Dr Christine Butler, a London general practitioner, said the Government should not expect general practitioners to give contraceptive advice as a compulsory part of their duties. Some were not interested or lacked adequate knowledge, she said. She did not foresee a sudden increase in patients transferring from clinics to their general practitioner.

Family Planning Sales Ltd, part of the Family Planning Association, 27 Mortimer Street, London W1, are planning to extend their sales outlets of "Two's company", a twin pack of sheaths and spermicidal wax pessaries, from FPA centres to pharmacies. The product is currently on test market.

EEC veterinary conference to be held in Dublin

The first international veterinary conference to be held under the auspices of the *Groupement International de l'Industrie Pharmaceutique* — the pharmaceutical industry's EEC representative body — will take place at the Burlington Hotel, Dublin, March 19-21.

Entitled Animal Medicines and Public Health, the conference will be in four sessions and under the chairmanship of Mr C. C. B. Stevens, LLB. Registration forms are obtainable from the Association of British Pharmaceutical Industry, 162 Regent Street, London W1R 6DD, and should be returned to the Conference Secretary, Pharmaceutical, Chemical & Allied Industries Association, 13 Fitzwilliam Square, Dublin 2.



Chemists are indispensable to us.

DDD products have always been steady sellers, and one of the chief reasons is that chemists recommend them to their customers.

Whilst we place tremendous value on this source of sales, we don't rely on it entirely.

In the past year for instance, we've increased our advertising in the national press, and up-dated our packaging.

DDD lotion, cream and soap are steady sellers. Only now the sales are going steadily up.

And that's just a beginning.

In the coming year, people will see a DDD ad. every three days in the national dailies (Mirror, Express and Sun). The national Sundays (News of the World and Sunday People). And the weeklies (Reveille and Weekend).

That's a really high average, and we'll be keeping up that frequency right through the year.

It's sure to mean that a lot more people will be coming into your shop asking for DDD products by name.

While others will still come just to ask your advice on skin problems.

It will be a pity if you have no DDD left to recommend.

DDD

cream, lotion and soap.
Dendron Ltd., 94 Rickmansworth Road
Watford, Herts. WD1 7JJ
Telephone Watford 29251



People

Mr Tony Bellm, chairman, International Laboratories Ltd has been elected president of the Proprietary Articles Trade Association for 1974. Mr Bellm is also chairman and managing director of Pharmacal Supplies Ltd and Krauth Plastics Ltd.

Professor J. B. Stenlake, professor of pharmacy, University of Strathclyde, has been awarded the Harrison Memorial Medal. He will lecture on December 4.

Sir Daniel Pettit has been appointed chairman of the Economic Development Committee for the Distributive Trades. He will take the chair as soon as the membership of the EDC is decided. It is now being reviewed in consultation with the Retail Consortium, the Trades Union Congress, the Government and other parties.

Mr J. Callaghan has become Smith & Nephew's "public lines salesman" of the year for 1973. He is the company's representative for the Central London area and is responsible for sales of Elastoplast, surgical dressings, Nutriplan, Vapona, and first aid material. In the picture on page 61 he is seen with the cup which is awarded annually, and an inscribed tankard which he will retain.

Deaths

Furman: Recently, Mr N Furman, a founder director of Portland Supply Co, 135 Curtain Road, London EC2A 3DE. Mr Furman, with his late brother, Mr S. Furman, formed the company 50 years ago.

McIntyre: On December 13, 1973, Mr John Larmour McIntyre, MPSNI, 210 King's Road, Belfast. Mr McIntyre qualified in 1949 and was elected to the Council of the Pharmaceutical Society of Northern Ireland in 1970. On expiration of his period of office in 1973 he did not offer himself for re-election.

Mackenzie: On January 12, Mrs Margaret Ritchie Mackenzie, MPS, Drymen Road, Balloch, Alexandria, Dunbartons. Mrs Mackenzie qualified in 1929. She is survived by her husband, Kenneth, who is also a pharmacist.

Napier: On December 29, 1973, Mr James Patton Napier who until his retirement in May 1973 was vice-chairman and managing director of A. C. Nielsen Co Ltd, Oxford, aged 65.

Williamson: Recently in Doncaster Royal Infirmary, Mr John Williamson, MPS, Manor House, Sprotborough, Doncaster, aged 65. Mr Williamson was managing director of Leslie Walker Ltd. He qualified in 1930 and was actively concerned with the formation of Doncaster Branch of the Society.

News in brief

□ Prescriptions dispensed in England during September totalled 20,374,964 (13,035,642 forms) and cost £1,819,265,894 - £0.8929 per prescription.

□ The Veterinary Products Committee Report for the year ended December 31, 1972 was published recently (HM Stationery Office £0.13½).

Topical reflections

BY XRAYSER

Ever widening confusion

The screw is now turning and our problems grow apace. The invoices of a week or two ago which caused concern were well-filled documents compared with those arriving today, and the prospects are bleak for what has struck cannot be quickly overcome even if full-time working and supplies of energy were to be resumed tomorrow. And all the signs point to that being, at the least, highly improbable.

Manufacturers have problems similar to our own. One may have the medicines, but no suitable containers, or a reasonable supply of containers and a complete absence of the drug demanded. And each day the lists grow longer until one despairs. All at once some other product vanishes, and one discovers that it is not merely a temporary shortage on the part of one wholesale house—it applies to all of them. No word of any kind appears from the manufacturers, and the wholesale houses, which must be going through a trying and frustrating time, are no wiser than us. Yet many of the problems go back much further than the onset of "crisis". Tablet and medicine bottles have had to be searched for, for a period of months and at no time since June or July have I had a complete range. It is necessary to go back to the years of the war to find similar conditions—and such conditions reached us then by degrees and not with the suddenness of the present day.

It is difficult to understand how, in a mechanised and technological age, supplies can vanish so quickly. During the war, industry was geared to the supply of war materials, bombs rained down on towns and cities, factories and workshops; raw materials from over the seas had to run the gauntlet of air and submarine attack, and transport was badly affected. Yet I cannot recall, offhand, being unable to meet a prescription.

Wide range

It is true that the prescribing of those days was still largely traditional, and that we did not have the plethora of what, for want of a better name, are still referred to as "ethicals", though there was nothing unethical in a mixture of potassium citrate and hyoscyamus, or one containing magnesium carbonate and tincture of belladonna. But, of course, there was not the ready market of the National Health Service which has proved to be the fertility drug for the industry, and has led to massive production of related substances in varying proportion in a vast array of tablets and capsules. All of that makes today's problems more acute, and I see no quick or easy remedy. Suspensions, ear-drops, tranquillisers, cough syrups, bandages, and dressings, all have fallen victim to the prevailing difficulties, and much time has to be devoted to inquiry and explanation.

The latter is the more difficult because there is no explanation other than the fact. And people are patiently trudging from one pharmacy to another, producing a prescription which has lost its pristine freshness. The quality of paper of the EC10 was not intended for such traffic. But if there is a complete absence of some products, surely the industry could take steps to inform the prescriber of the situation. One feels that if the manufacturers do not have the names and addresses of general practitioners, they could be obtained. Meantime, there is little we can do but keep repeating our orders hopefully from an ever-growing list of "un procurables". But as I wrote recently, every effort must be made to meet the public's needs, even to asking the prescriber to sanction an alternative to the prescription he originally intended. But, when all is said and done, I am still puzzled by the speed with which the shortages have become apparent.

Trade News

Kimberly-Clark prices

There is no change in Kimberly-Clark's plan to raise the price of its products from February 1. The company have confirmed their intention in this. They refer to the Press information issued by the Price Commission indicating that Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, had withdrawn its application of November 19, 1973 for a price increase on its range of paper products. The company point out that a revised application was re-submitted on November 30 after minor technical amendments and it met the requirements of the Commission for an increase.

□ Among 165 pre-notification price increases rejected by the Price Commission in December 1973 were increases for cosmetics by Crystal Products Co Ltd, toiletries and other preparations by Golden Ltd, medical hardware products by G. D. Searle & Co Ltd, and surgical dressings and plasters by T. J. Smith & Nephew Ltd. Wilkinson Sword Ltd withdrew an application to increase toothbrush prices, and the Commission reduced by 0·021 per cent an application by Max Factor Ltd to increase prices on cosmetic and toilet preparations by 7·128 per cent.

Kodak services resume

Kodak Ltd are again able to offer Kodacolor processing, printing and enlarging services at their Hemel Hempstead, Herts, laboratories. Slides for reversal prints and enlargements can also be accepted, and processing of Ektachrome (still and cine) has been resumed, as has the duplication service.

□ Kodak Ltd has increased by 5 per cent on-call and maintenance contract charges for professional equipment services.

Mr Derek Down, president of the Association of Point-of-Sale Advertising Ltd, presents the Grand Prix design award to Miss Elizabeth Benjamin, director of Crystal Products Ltd, for the Mary Quant Special Recipe unit.



Minadex clowns

Bouncing, colourful clown cutouts are featured by Glaxo Laboratories Ltd, Greenford, Middlesex UB6 0HE, on their latest set of point-of-sale items for Minadex vitamin syrup. The set comprises a counter pack dispenser which holds two 400ml and three 200ml packs, a crowner suitable for either size, and a wall disc card that can be stuck on a door, wall or front counter. All are in shades of orange and brown. The clowns on the dispenser and crowner are flexibly mounted to emphasise the message. "Minadex puts spring back into kids".

Parke-Davis supplies

Parke-Davis & Co, Usk Road, Pontypool, Mon NP4 8YH, are unable to fill orders for shaving cream due to a shortage in packaging materials. Where shaving cream appears on orders it will be deleted and the rest will be despatched. Epanutin 50mg are now a number 4 capsule with a white opaque body and a flesh opaque cap. "PD 50" is printed on the body of the capsule and "Parke Davis" on the cap.

Refrane capsules

Radiol Chemicals Ltd, Stepfield, Witham, Essex CM8 3AG, are currently advertising Refrane smoking control capsules in the feature columns of *News of the World*, *Sunday People*, and the *Sun*. The advertising will last until the end of February.

Jumbo size

Harmony hairspray is now obtainable in a 470-g "jumbo" size (£0·79). It comes in the three Harmony variants: natural hold for normal hair, special hold for fine hair, and extra hold for difficult hair. Elida Gibbs Ltd, Hesketh House, Portman Square, London W1A 1DY, are planning to spend over £300,000 on advertising support for the product this year and will be featuring a new television commercial.

Offer to continue

The money-back guarantee offer on the SF2 shaver has been extended to the end of March. Remington Electric Shaver division, Sperry Rand, Ltd, Apex Tower, 7 High Street, New Malden, Surrey, say that anyone who is not satisfied with the shaver can return it together with the warranty

card counterfoil, sales receipt and offer pack coupon and have his money refunded.

Support for Radox

During February and March, Radox will be supported by both television and Press advertising. The Press media include national daily newspapers, women's weeklies and *Radio Times*, say Nicholls Products Ltd, 225 Bath Road, Slough, Bucks.

Rentokil new size

Rentokil carpet beetle killer now comes in a 16-oz aerosol can (£1, plus VAT) with a turquoise textured label design. It contains synergised pyrethrin and lindan and Rentokil Ltd, Felcourt, East Grinstead, Sussex, claim it will not harm fabrics. Each pack has instructions and insect recognition drawings included.

Damelia featured

Pharmacia (GB) Ltd are to feature Damelia dry skin cream (50g, £0·69) in a heavy burst of advertising breaking in February. The advertisements will appear in the national Press — *Sunday People*, *News of the World* — and women's magazines *Woman's Own*, *Woman*, and *Beauty Plus*. Distribution is by Farillon Ltd, Chesham House, Chesham Close, Romford, Essex.

Bath milk offer

J. N. Toiletries division of Jackel & C. Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG, are offering the chemist a Country Lover bath milk (£0·29) for every Country Lover product in stock or just ordered, with a retail price of £0·33 or over. It is then passed on to the consumer in a promotion which offers a bath milk free with every product costing £0·33 or over in the range. Counter displays featuring the offer are available.

High frequency campaign

People will see a DDD advertisement every three days in the coming year, claim Dendron Ltd, 94 Rickmansworth Road, Watford, Herts WD1 7JJ. The campaign will cover national daily, Sunday and weekly newspapers.

Alberto on television

Alberto-Culver Co, Culver House, Newington Causeway, London SE1 6DZ, are currently spending £100,000 on television advertising for Alberto Balsam shampoo and conditioner. The campaign, which began on January 14 and lasts for four weeks, features a 30-second colour commercial and will be seen in all areas except Westward, Border and Chancery. Samples of the products are going to 60,000 homes in London, Midlands and the South East.

Two Rybar products discontinued

Rybar Laboratories Ltd, St Ives House, Maidenhead, Berks, say that Folex and Rybar face mask will be discontinued when current stocks are exhausted. Folex 350 will still be available.

Babycare booklet

A booklet, called "Early days", that concentrates on the first eighteen months of a baby's life has been produced by International Disposables Corporation (UK) Ltd, Berristow Lane, Hilcote, Blackwell, Derbyshire. Continued on p

new product from Roche

DALMANE

a new and powerful treatment for insomnia

Doctors all over Britain are currently being introduced to Dalmane – a powerful and yet remarkably safe treatment for insomnia. Full information is being sent by post. Roche representatives are calling on doctors and pharmacists to discuss the evidence for Dalmane in detail. The demand for this important new product, Dalmane, is likely to be high so why not order sufficient stocks NOW.

Packs		Trade Price	VAT
Dalmane capsules	15mg x 100	£2.40	10%
Dalmane capsules	15mg x 500	£9.60	10%
Dalmane capsules	30mg x 100	£3.20	10%
Dalmane capsules	30mg x 500	£12.80	10%

Supplies are available from wholesalers.

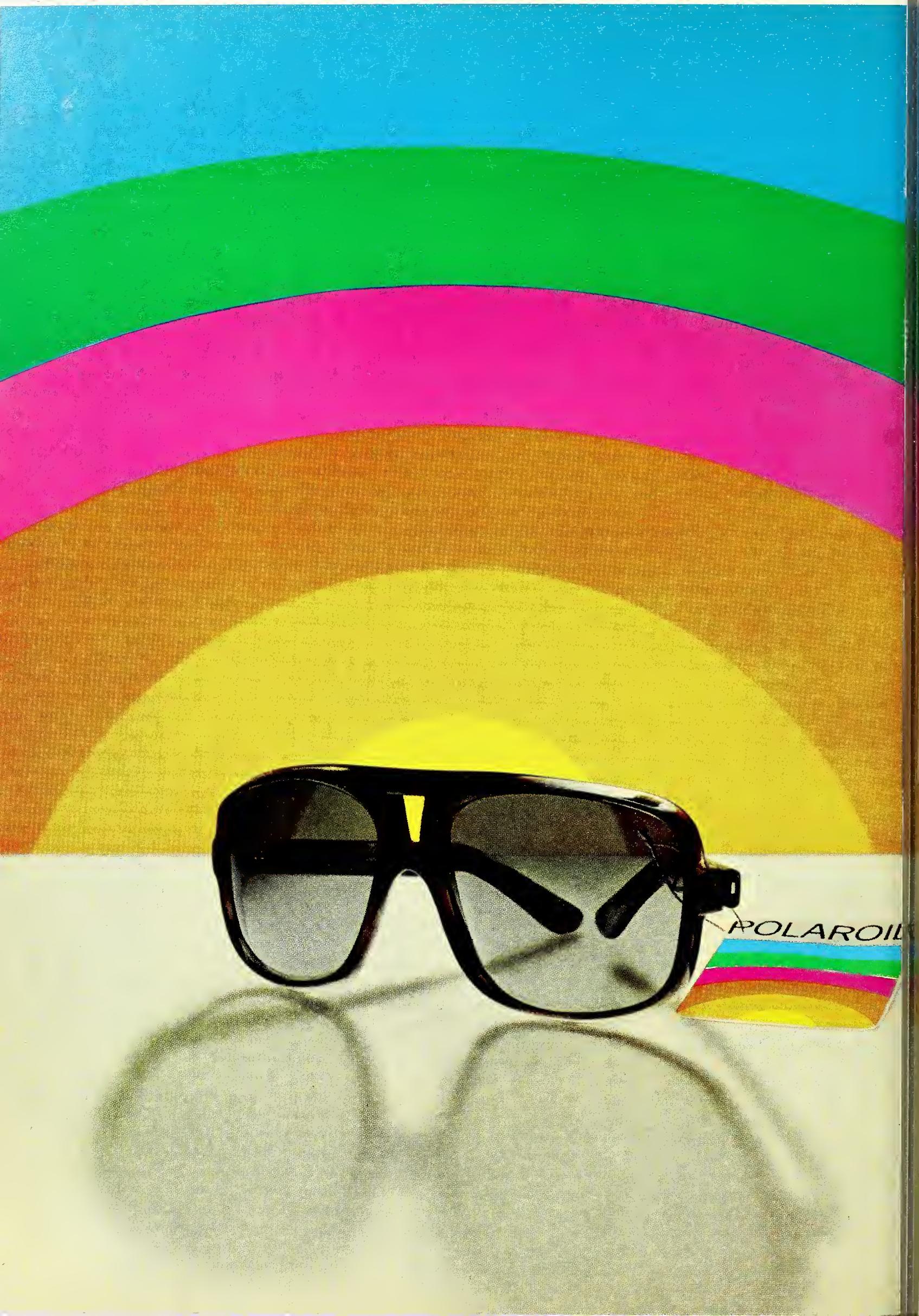
Legal Category: S4b

Dalmane is a trade mark for pharmaceutical preparations containing flurazepam.



Full information is available on request from
Roche Products Limited, 15 Manchester Square,
London W1M 6AP

J236044



POLAROID

Introducing the Polaroid Sun.

This is one sun you'll be happy to have shining in your customers' eyes.

It's the Polaroid sun. And as our new emblem, it tells your customers they're getting genuine Polaroid sunglasses.

It'll be displayed on and near anything that has to do with our sunglasses. On point of sale materials, hang tags, and promotional pieces.

Our sun will assure people they're getting a product that can get rid of up to 99% of glare and up to 96% of all ultra violet light.



And that it's made of 7 laminated layers including protective coatings which make our sunglasses scratch and shatter resistant.

We give your customers the best sunglasses available. And we're giving you an extensive advertising programme to help you sell them.

You'll be seeing the Polaroid sun everywhere.

Because we think the best way to bring people into your store, is by keeping our sun in their eyes.

Polaroid Sunglasses



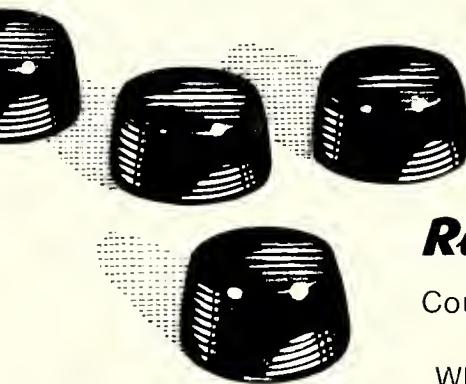
"Polaroid" is a registered trademark of Polaroid Corporation, Cambridge, Mass., U.S.A.
Polaroid (UK) Ltd., Rosanne House, Welwyn Garden City, Herts.

Rinstead PASTILLES

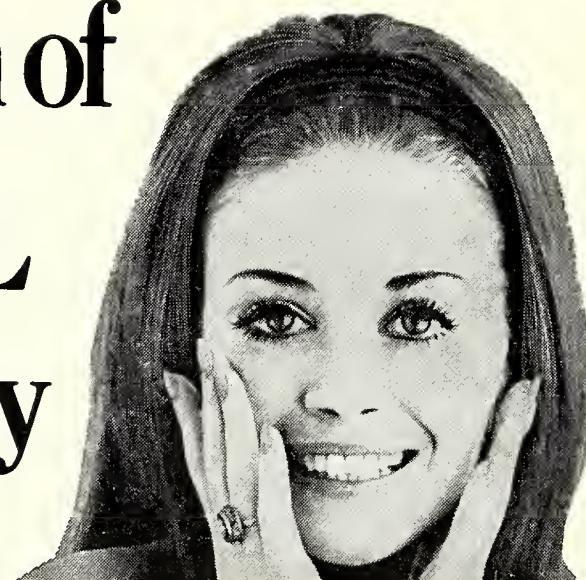
For sore mouths and mouth ulcers

Rinstead**PASTILLES**Menthol 0.03% Myrrh 0.1% Sodium Ricinoleate 0.1%
Chloroxylenol 0.06% Phenolphthalein 0.06%
Tartaric Acid 0.26%Relieve discomfort
due to mouth ulcers
sore gums or
denture chafing

is on

TVEveryone is seeing
our big T.V. campaign.
So make sure yourRinstead display unit is on your counter now . . .
and well stocked.The campaign has already taken off.
You should already be seeing the results in
your increased sales.**Rinstead**Counter display unit available from your representative or from
White Laboratories, Penarth Street, London SE15.
White Laboratories also make the very effective Rinstead Gel.

The touch of
REAL
Beauty



Velouty
POWDER CREAM

In shades of Ivory, Natural, Ochre, Peach,
Sungold, Apricot, Rachel and New Summer
shades for the young, Honey Beige, Velvet Tan,
Sable Bronze.VAT Recommended Retail Prices:
TUBES No. 2 11p each (Trade 0.90p doz)
TUBES No. 3 19½p each (Trade £1.46p doz)
PLASTIC JARS 32p each (Trade £2.48p doz)**The ALL-IN-ONE
Make up.**A complete
modern beauty
treatment.FROM YOUR USUAL WHOLESALER
OR DIRECT FROM**DIXOR LTD.**

ST. LEONARD'S RD, MORTLAKE SW14

Trade News

Continued from p 68

DES 5JA, makers of Caroline disposable nappies. The booklet, which is being supplied to ante-natal clinics, has been advertised in women's magazines and is obtainable from the makers with free samples of their products.

Cidal promotion

Cidal skin care soap from J. Bibby & Sons Ltd, Richmond House, 1 Runford Place, Liverpool L39 QQ, will be advertised in teenage and women's magazines throughout the year. The soap (3oz £0·9, 5oz £0·12½) now contains irgasan, an "effective yet gentle germicide".

Bonus offers

Vitabiotics Ltd, 1 Beresford Avenue, Wembley, Middlesex. Oralcer pellets, 26 tubes invoiced as 24, display outer.

J. N. Toiletries division, Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG. Williams Lectric shave. Large, 6 invoiced as 5. Small, 12 invoiced as 11.

Radiol Chemicals Ltd, Stepfield, Witham, Essex CM8 3AG. Refrane smoking control capsules. 12 invoiced as 11, 36 invoiced as 30. Can be included with £20 (10 per cent discount) or £30 (12½ per cent) orders of other Radiol products (until February 28).

on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eirean; CI — Channel Islands.

Alberto Balsam conditioner: All except We, CI

Alberto Balsam shampoo: All except We, CI

Aquafresh: WW

Askit: Sc

Beecham powders: All areas

Beecham Hot Lemon: All areas

Buttercup syrup: M, Lc, Y, NE, B

Cow & Gate baby meals: All except U, E

Cow & Gate baby milks: All except U, E

Delrosa: Ln, M, Lc, Sc, WW, So, A, B

Galloways cough syrup: Ln

Hedex: Ln, M, Lc, Y, Sc, WW, So, We, B, G

Lem-plus cough mixture: So

Medicare: So

Menthalin: All areas

Mac lozenges: Ln, M, Lc, WW, So, A, We, B, G, E, CI

Night-Nurse: Ln, So

Phensic: All areas

Ralges rheumatic spray: Ln, M, Lc, Y, NE, A

Sinex: All areas

Tegrin: All except E

Venos: All areas

Vick vapour rub: Ln, M, Lc, Sc, WW, A, We, B, G, CI

Vosene: All areas

New products

Cosmetics and toiletries

Italiana nail enamels

Woltz Italiana have introduced to Britain their collection of nail enamels called Goldilocks. There are six shades numbered from 901-906 (£0·32), each with a gold glitter finish (Fontarel Ltd, Servier House, Horsenden Lane South, Middlesex UB6 7PW).

Non-alcoholic freshener

An alcohol free Skin Life cooling mint freshener (£2·35) for dry or sensitive skins that react to more astringent toning lotions is being released during April by Helena Rubinstein. The tingling wild-mint essence with a special hydrophilic emollient ensures the correct blend of natural humectants and moisturisers.

Skin Life cooling mint freshener is for use immediately after cleansing to remove the last traces of cleanser; then left to dry on the skin "for a cool fresh feeling". It is applied on a pad of cotton wool. Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN.

New atomiser packs

Roger & Gallet have repackaged the Extra-Vieille Cologne atomiser. It is now presented in a slim atomiser and comes in two sizes—1oz (£0·90) and 2oz (£1·25) (Roger & Gallet Ltd, 16 Lettice Street, London SW6 4EH).

Frosted lipsticks

A new range of lipsticks called Alpine Ices have been introduced by Helena Rubinstein. The lipsticks (£0·72) are in four "frosted" shades — alpine red, burgundy ice, coral avalanche, and rocky ice. Moisturisers have been added "to protect the wearer from harsh weather conditions" (Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN).

Sundries

Sunglasses from France

A range of six high fashion sunglasses have been introduced to Britain by Madeleine de Rauch, makers of de Rauch perfumes. The sunglasses (trade £5·50 plus VAT, retail £11 incl. VAT) are hand made with optically approved lenses which filter ultra-violet and infra-red rays.

The sunglass frames are in six different shapes, including the one shown above, and there is a choice of either a pale or dark shade of each translucent colour. Shades range from pale grey to blue; pink through aubergine into plum; and pale and dark tortoiseshell. All lenses are tinted to tone with the frames which have the letters M R printed in gold on the exterior of both arms.

Glasses which need repairing may be replaced by the retailer with a new pair



costing about £3·50. The retailer's stock will be replaced. (Distributors: Y. Scott & Co, 12 New Burlington Street, London W1X 1FF).

Jacquelle accessories

Sugar Baby is the name given to a new range of Jacquelle travel and cosmetic accessories in nylon fabric with toning waterproof linings. A two-tone effect has been achieved throughout the range by using gingham checks of a different size in scarlet and blue. New styles in the Sugar Baby range include a tapered top zip cosmetic purse, a di-topped zip holdall and "best sellers" such as the "Odds 'n' Ends" draw-string holdall, four styles of clip cosmetic purse and the satchel bag (prices range from £0·49 to £1·75). (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG).

Photographic

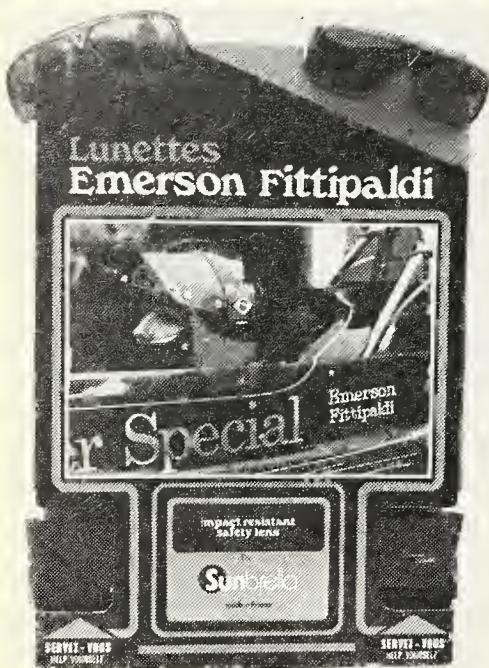
Mecablitz flash units

J. J. Silber Ltd are introducing two new flashguns this month. The Mecablitz 303 (£19·05 excluding VAT) is a battery operated, fully automatic electronic flashgun incorporating a telecomputer. Controlled by a sensitive photo transistor—which measures light reflected by the object—the telecomputer determines the flash duration by comparison with a preset value. Depending upon the distance from the object and its reflectivity, the flash duration is adjusted from 1/1,200 to 1/50,000 sec.

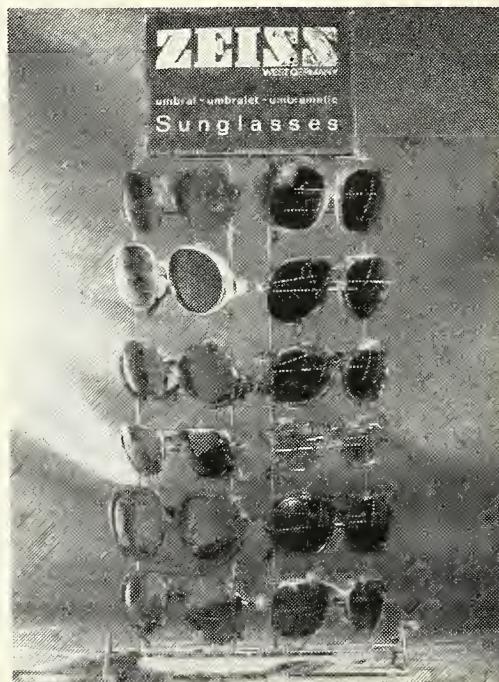
The telecomputer can be preset in certain apertures—with 18 DIN film the apertures would be 4 and 8—to give a correct depth of field. The guide number is stated as 52 for 18 DIN/50 ASA film and the unit weighs 9½ oz, and measures 9·4 cm x 3·5 cm x 6·8 cm. The number of flashes per set of batteries and recycling time depend upon the dry batteries used (four per set), but 300 flashes with a recycling time of 9 sec is claimed for one battery type.

The Mecablitz 302 (£13·60 excluding VAT) is also a battery operated flashgun. Weighing some 7 oz, and with dimensions 9·4 cm x 3·5 cm x 6·8 cm it has a flash duration of approximately 1/1,200 sec and the guide number is stated to be 52 for 18 DIN /50 ASA film (J. J. Silber Ltd, 11 Northburgh Street, London EC1 0AU).

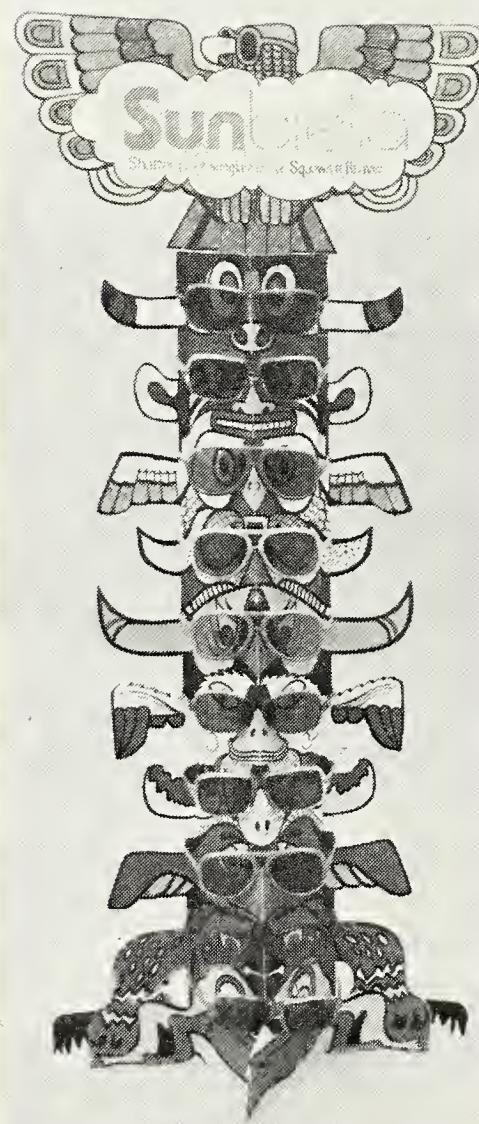
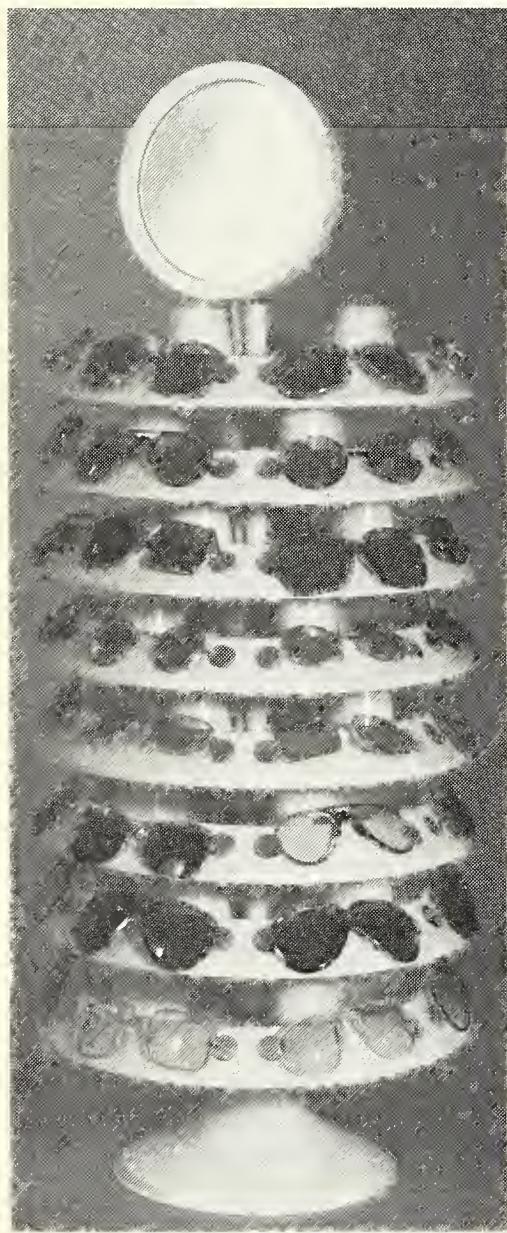
Displays for sunglasses '74



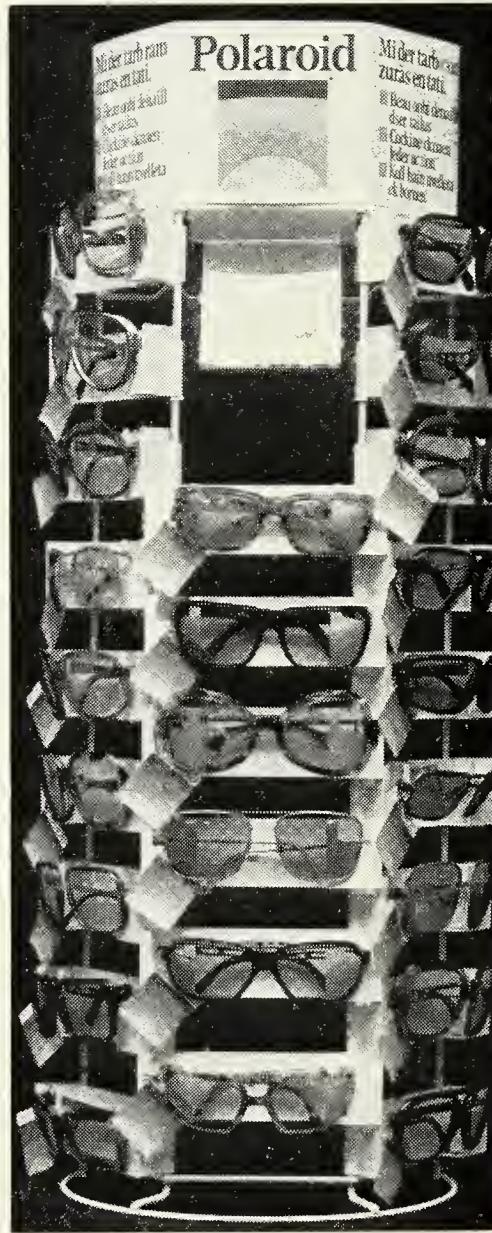
Sponsorship comes to sunglasses in the Sunbrella range by Jackel & Co Ltd. The display card shows the Emerson Fittipaldi racing sunglasses



Left: a revolving counter stand holding 24 styles of Titcomb Fashion Sunglasses.
Above: a Carl Zeiss (Oberkochen) Ltd unit for 12 models



The Debbex unit (left) holds 48 styles and has a floor-standing companion. Centre is an unusual Sunbrella "totum pole" for children's sunglasses with styles for "squaws and braves". The 50 model Polaroid pack (right) features mainly metal designs with some plastic styles. Details of all suppliers to be found in last week's Sunglasses supplement.



Reach new peaks with Radox in February

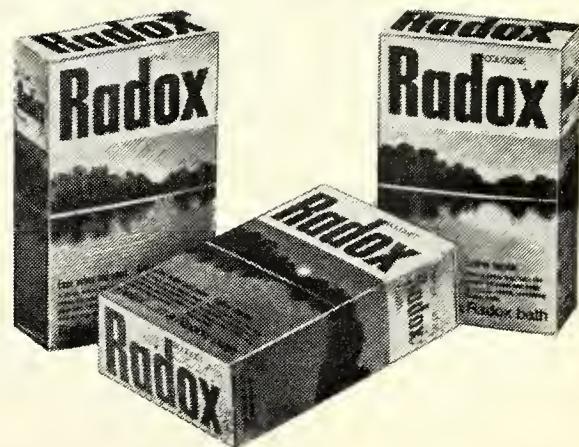


IT'S
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ONE!



Another Radox spectacular starts in February and runs right through March. With both heavyweight national TV, plus massive press support – in the nationals, leading women's weeklies and Radio Times. Join the booming brand leader in another success story. Stock up and display Radox now – and see your profits reach new peaks, too.

Radox...leaves all others on the shelf!



A 'first' for a London pharmacy

First installation of a Sperry Remington Pharmatriever, a purpose-designed automated retrieval unit for pharmaceutical and allied products, has been made by Wallace Pring & Co, chemists in South-east London.

Plans for refurbishing the dispensary at their High Street, Bromley, Kent, branch with traditional shelving had almost been completed when Peter White, Wallace Pring's director in charge of the Bromley south branch heard of the new machine's possibilities. A demonstration at the maker's Holborn Viaduct headquarters fired his enthusiasm, the order was placed, and his dispensary was re-equipped with the mechanical aid during a weekend.

Stooping and stretching

Previously the shelving covered four walls of the dispensing room from floor to ceiling, with gaps only for doors and window. Needless to say stooping and stretching were frequent operations — occasionally it was necessary to stand on a stool, itself perilously balanced on the counter, to reach the topmost levels.

Now the same volume of medicinal preparations can be housed in the one Pharmatriever which fits neatly alongside one wall, even leaving space for a doorway beside. To get hold of a particular product wanted just involves pressing a button. Within seconds the electric motor winds the internal trays round and stops with the required one at the delivery point, whose height may be adjusted for seated or standing operation.

The old shelf area was required to store 2,000-plus packaged products crowded into 9,700 sq in. The new "storehouse" affords 1,720 sq in on each of 14 carriers — a total of more than 24,000 sq in, or enough to take the dispensary's contents two-and-a-half times over. Additional back-up

storage is not needed now or in the foreseeable future, in spite of hoped-for expansion.

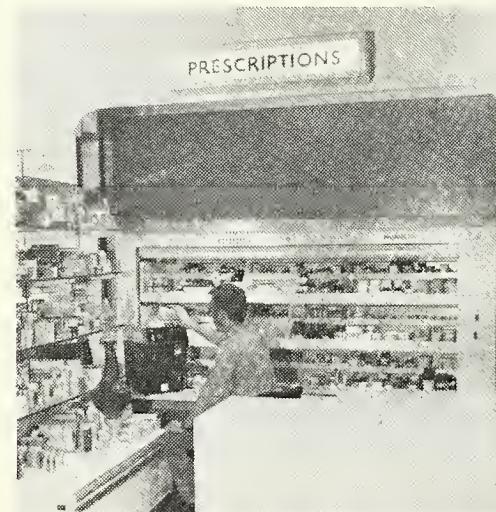
The firm says the installation is a great improvement. The dispensing counter is now used for its proper purpose — assembling prescriptions — and not as a dubious base from which to scale the walls to get hold of drugs out of normal reach. Medicines are delivered to hand as required, automatically. Customers are being served more quickly, and dispensing in general is less fatiguing. Whereas our old dispensary was nothing to be proud of, we now have a real showpiece. The Pharmatriever has proved to be a customer attraction: people come into the shop just to see it. And we've gained some extra shop space too, by being able to tear down an old dividing wall to provide extra sales area and open the Pharmatriever to public view."

Practically all the medicines are contained in a space 96½ in wide by 47 in deep, occupying only 32½ sq in of floor area.

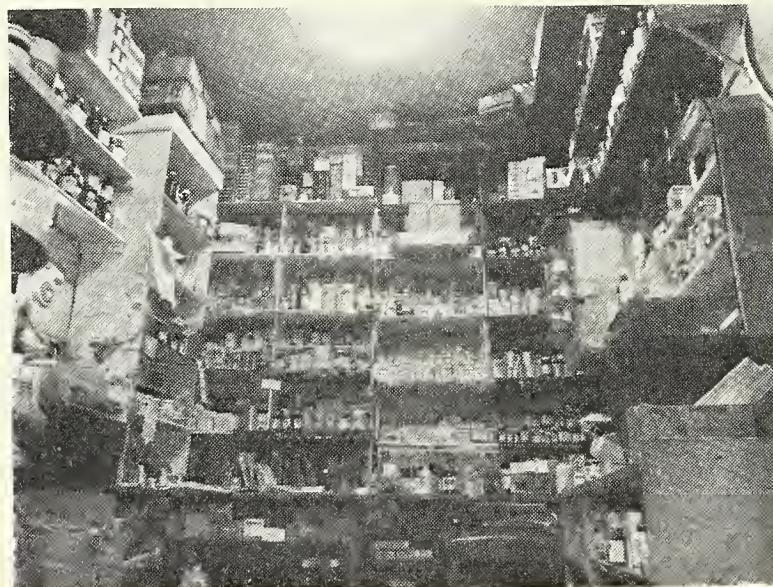
□ Sperry Remington told *C&D* last week that although quite a number of Pharmatriever units were in operation on the Continent, particularly in France, Wallace Pring's was the first to be installed in Britain.

Asked how much they cost it was stated that, depending on size, the price varied between £2,700 and £3,000 including installation. It was also possible to lease a unit on a monthly basis.

Since the Bromley unit was installed another pharmacist had seen it in operation and placed an order.



At right, the floor-to-ceiling shelving used previously in the dispensary. Above, the new retrieval unit housed along one wall and holding the same volume of items. The unit can be locked and although the moving shelves are operated by electricity they can be moved by hand in the event of a power cut.



Pharmaceutical Society

New look at container design

The following were among decisions taken by the Council of the Pharmaceutical Society at its January meeting.

Models of dispensing containers for strip- and blister-packed tablets produced, at the request of the Society, by the research association for the paper and board packaging industries (PIRA), were considered not to be suitable. PIRA is to be asked to continue work on a stronger skillet and a paper board "envelope" for single strips of foil-packed tablets.

Council wants the Department of Health to ask NHS doctors to give special consideration, during the current container shortage, to the quantities they prescribe.

A contract is to be signed with Sir Robert McAlpine & Sons Ltd as main contractors for the new headquarters building at Lambeth. Contracts for the sale of the Bloomsbury properties have been exchanged with the Government.

Mr Sam Howard CBE and Professor Paul Turner MD, BSc, FRCP, have been reappointed Privy Council nominee members of Council. Mr David Morrell, MB, BS, MRCP, MRCS, DObstRCOG, MRCGP, had been appointed in place of the late Dr Tom Kilner Cooke.

Financial assistance to young authors presenting a science paper for the first time at the British Pharmaceutical Conference is to be increased from £7 to £10 including VAT.

Nottingham BP conference committee is to be asked to have a system for giving a special welcome to "first attenders" when they register (following the London example).

Industry recruitment

Pharmaceutical companies are being asked for details of the number of pharmacists employed on January 1 in each of the past three years, and of recruitment and resignations of pharmacists.

An award scheme, sponsored by R. P. Scherer Ltd, for pharmacists in industry is to be adopted on a trial basis for one year. Administration is to be undertaken by the Society. Candidates must not be more than 25 years of age and will be either registered pharmacists engaged in industry, or graduates in pharmacy undertaking pre-registration experience, which should include 26 weeks in industry. The award will take the form of a certificate and £50 in cash and will be made to the candidate who submits the best paper on a previously approved topic in the field of industrial pharmacy.

It is to be suggested to the Department of Health that the area pharmaceutical officer should be involved in making arrangements for the supply of contraceptives, particularly oral contraceptives through clinics and hospital departments

Letters

Praise for Care

Having been quick to criticise NPU in the past for not moving fast enough in forming a voluntary trading organisation, I feel I must compliment those concerned for progressing the plan to date.

I am particularly pleased with the merchandising kit produced in support of the January promotion. The content and design of materials shows that somebody has a basic appreciation of chemist shop merchandising needs. I, personally, would like to see bigger and bolder merchandising cards, but I am pleased with the first issue.

R. Hazlehurst
Bradford

Wrongly identified

With reference to the letter from Mr S. Ackers (*C&D* January 19 p 51), it would appear he has confused M. S. D. with some other company as no letter concerning shortages and delays has been issued by this company.

We would like to assure the profession that with normal ordering we trust we shall have sufficient supplies to meet all demands.

E. E. Hart, Sales manager
Merck Sharp & Dohme Ltd
Hoddesdon

Mr Ackers acknowledges the error in source—Editor.

Unit dose packs

I was interested to read your editorial concerning various aspects of unit dose packaging, particularly the paragraph dealing with "a necessary increase in the total drug bill". I wonder how true this statement is.

I wonder how much money is locked up on the records of Pricing Bureaux up and down the country with bits and pieces left over from broken original packages. I would have thought that a financial appraisal of the cost of such remnants would be worth looking at in this context of dispensing unit packages geared to commonly accepted dose schemes.

To illustrate the point I picked up part of today's bundle of EC10 forms and note the following marked "balance claimed" items: — Negram mitte 60 ex 2 x 56; Orudis caps mitte 28 ex 100; Steclin syrup 75 mls, ex 500 ml (100 ml pack not available); Crystapen G syrup 125 mg, mitte 75 ml, ex 100 ml; Piriex 200 mls, ex 2 x 150 mls; and ad nauseam.

This kind of operation repeated every day throughout the country must surely result in waste of public funds coupled with the clerical work involved in keeping the requisite records.

I am very well aware of the primitive pharmaceutical tuition given to medical students and know that they sometimes refer to the "Gospel according to St Mims", but one is all too conscious of the abysmal appreciation on the part of the

medical profession in general when it comes to writing a sensible and logical EC10.

It is for these and other reasons I support an early move to unit dose packaging. I hope that pharmacists will be asked their opinions before firm decisions are made. In moving in this direction we would be dragged screaming into the modern era—our European brethren have for a long time lived happily with the system and their pharmacies are delightfully free of museums keeping the relics of left overs from overfilled prescriptions.

Frank Brean
London SE15

Appointments

Elizabeth Arden Ltd: Miss Andree Grenfell, a director of Harvey Nichols store, is to become managing director of Elizabeth Arden.

Robertet (UK) Ltd: Mr Charles Drayson has been appointed to the board. Mr Drayson joined the company in 1971 and was appointed sales manager in June 1972.

Servier Laboratories Ltd have made the following new appointments: Dr E. Naud, chairman and managing director; Mr J. A. Edwards, BPharm, MPS, technical and medical director; Mr E. C. Mason, clinical research manager (marketing); Mr M. A. Warren, marketing manager; Mr A. Bellwood, commercial manager.

Wellcome Foundation Ltd: Following the establishment of a central marketing unit for the company's veterinary and agricultural division at Berkhamsted, Mr Basil Brown, BSc, is promoted marketing manager for both the veterinary and agricultural divisions, while Mr M. R. Broomby, MPS, DMS, is appointed sales manager of both divisions.

□ Work in chemicals to treat a wide range of infections of animals is to be carried on in new purpose-built laboratories at Berkhamsted Hill, Herts, opened this month after the transfer of the Wellcome microbiology section from Frant, Sussex.

Business briefly

The Pharmaceutical Society of Great Britain have decided to make no comment to the Monopolies and Mergers Commission about the proposed Boots-House of Fraser merger.

Berk Ltd's office for crude drugs is moving to the company's head office at Basingstoke. From January 28 the address will be Berk House, Box 56, Basing View, Basingstoke, Hants (tel: 0256 29292).

Profit before tax of **Manbre and Garton Ltd** improved by £0.4m to £3.6m for the year ended September 29, 1973. Turnover rose from £53m to £58m.

Smith and Nephew Associated Companies Ltd have acquired 14,310 shares (95.4 per cent.) of Leslie's following an offer for all 15,000 shares. Consideration is 18 Smith and Nephew shares for each Leslie's share. The offer is unconditional. Similar interests to Leslie's are held by S. & N. through their subsidiary Hinders Ltd.

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Blakoe Vitamin E (Highest Potency)	600 mg 15 caps 32 caps	80p £1.25 £1.58 £2.50
Blakoe Vitamin E (High Potency)	Cream	94p £1.75



Further information available from



Blakoe Limited,
229 Putney Bridge Road, London SW15

Market News

EUCALYPTUS AT £9 KG

London, January 21. Climbing steadily in price in the early months of 1973 and by leaps and bounds since November, eucalyptus oil has now reached £9.00 kg on a cif basis. As with anise and peppermint from China the price rise of eucalyptus has been phenomenal. At this time last year it could have been obtained for one-tenth of the price. Brazilian peppermint was marked up during the week to £4.80 kg on the spot but that was still less than the origin price of £5.00.

In crude drugs Brazilian menthol advanced by £0.50 kg in both positions. Also dearer were carnauba wax, ginger and cardamoms. Repurcussions in pharmaceutical chemicals can be expected from the current shortage of phenol. One section, that of salicylates, are bound to rise in the near future and the jump is expected to be substantial.

An imported raw material for paracetamol, namely p-aminophenol, is extremely short.

Pharmaceutical chemicals

Acetic acid: 12-ton lots, delivered, per metric ton, BPC glacial from £94; 99.5 per cent technical £87; 80 per cent gradea pure £82.50; technical £75.
Boric acid: BP grade per metric ton; granular £110; crystals £154; powder £122; extra-fine powder £126 in paper bags, carriage paid. Technical is £24 per 1,000 kg less than BP grades.
Butabarbital: 50-kg £5.65; sodium £8.35.
Butobarbitone: £5.40/kg for 50-kg lots.
Citric acid: BP granular hydrous per metric ton 50-kg lots £337; 250-kg £325; 1,000-kg £313. Anhydrous £385, £346, £334 respectively. Premium for powder £10.
Gallic acid: 1,000-kg £1.68 kg.
Lactic acid: £570 metric ton for 50-kg lots.
Mercurochrome: £7.95 per kg.
Mercury salts: Per kg in 50-kg lots; ammoniated powder £5.15; oxides—yellow £5.90 and red £8.10 perchloride £4.30; subchlorida £5.45; iodide £5.70 kg for 25-kg.
Mersalyl: Acid £15.75 per kg; sodium £21.50.
Methyl phenobarbitone: £5.55/kg for 25-kg lots.
Pentobarbitone: 50-kg lots £5.20/kg for acid and £5.50 for sodium.
Phemitone: 25-kg lots £4.24/kg.
Pilocarpine: 1-kg lots hydrochloride £96; nitrate £88.
Oleic acid: BP £300 per metric ton delivered.
Oxalic acid: 20-ton lots £155 metric ton.
Paracetamol: 1-metric ton lots £1.22/kg; 5-ton £1.19/kg. For direct compression £1.32 and £1.29 kg respectively.
Phenobarbitone: 50-kg lots £4.05 per kg; sodium £4.45.
Pyrogallic acid: Pure 500-kg lots £4.92/kg.
Quinalbarbitone: Sodium and acid £5.70/kg for 25-kg lots.
Salicylamide: (per metric ton) 5-ton lots £770; 1-ton £780, £710.
Sulphadiazine: 50-kg lots £4.15; micro milled plus £0.15.
Tannic acid: 500-kg fluffy £1.53/kg; powder £1.50.
Tartaric acid: (per metric ton) 50-kg lots £795; 250-kg £790; 1-ton £780.

Crude drugs

Aconite: Spot £1.350 metric ton; £1.250, cif, nominal.
Balsams: (kg) Canada: nominal. **Copaliba:** no offers. Peru: £4.50; **Tolu:** BP £2.70 spot; £2.60 cif. £4.50; £4.30, cif, both nominal.
Belladonna: (metric ton) leaves £320 spot; £315 cif. Herb £280; no cif. Root, £430 spot; £400, cif, nominal.
Benzoin: BPC £62-£66 cwt spot; £60-£65, cif.
Buchu: Spot £2.60/kg nominal.
Camphor: Powdor £8.75/kg, cif.
Cardamoms: (per lb cif) Alleppy greens No. 1 £1.15; prime seeds £1.25.

Cascara: Spot £630 metric ton; shipment £610, cif, both nominal.
Cassia: lignea, broken £1.225 metric ton, cif.
Chillies: Uganda £700 ton, cif.
Cinnamon bark: Seychelles £420 ton cif.
Cinnamon quills: four O's £0.38 lb.
Cloves: (Per ton, cif); Ceylon £1.750.
Cochineal: Tenerite black-brilliant £9.70 spot; £9.40, cif; silver grey nominal. Peruvian silver grey £8.40; no shipment.
Cocillana: Spot £1.00 metric ton.
Coco-cynth pulp: Spot £2.20 metric ton.
Danconion: No spot; shipment nominal.
Ginger: (ton) Cochin new crop £400, cif, Jamaican No. 3 £925; Sierra Leone £5.00, cif. Nigerian split £440, cif, peeled £600.
Gums: Acacia nominal. Karaya No. 2 fag £25.50 cwt. Tragacanth No. 3 £1.680 per 1,000 kg.
Henbane: Niger £1,500 metric ton, cif.
Hydrastis: £9.30/kg spot; £9.25, cif.
Ipecacuanha: (kg) Costa Rican £3.40 spot; £3.00, cif. Matto Grosso (£5.45; £5.20, cif. Colombian £5.50; £5.00 cif.
Jalap: Mexican £1.300 ton.
Kola nuts: W. African £0.52 lb; £0.49, cif.
Lemon peel: Spot £700 metric ton; £680, cif.
Mace: Grenada No. 1 £2.576 long ton fob.
Nutmeg: Grenada 80's £1.120; sound unsorted £980; defectives £924.
Nux vomica: £125 metric ton; £100, cif.
Menthol: Brazilian £11.00/kg spot and cif. Chinese £12.60, cif.
Pepper: Sarawak black £665; white £955 ton cif July-August.
Seeds: (ton) Anise Chinese £325, cif. **Caraway:** Dutch £1,500 metric ton, cif. **Celery:** Indian £320, cif. **Coriander:** Moroccan £105, cif. **Cumin:** £570-£640, cif, as to source. **Dill:** Indian, for shipment £185, cif. **Fennel:** Chinese for shipment £320. Indian £280, cif. **Fenugreek:** Moroccan forward £160, cif. **Mustard:** £60-£180 spot as to quality. **Styrax:** Turkish £2.35 lb, spot; £2.25, cif.
Tonquin beans: Spot £870 metric ton.
Turmeric: Madras finger £305s, cif.
Valerian: (metric ton) Indian £480 spot; £450, cif. Continental not offering.
Waxes: Bees nominal **Candallila** £570 ton spot; £545, cif. **Carnauba** prime yellow, spot £1,250; 1,150, cif; fatty grey £975; £925, cif.

Essential and expressed oils

Almond: Drum lots £0.80/kg.
Amber: Rectified £0.29/kg spot.
Anise: Spot £28.00/kg.
Bay: West Indian short at £10.65/kg.
Bergamot: £11.50-£14/kg as to grade.
Birch tar: Rectified £3.50/kg.
Bois de rose: Shipment £14.00/kg, cif.
Buchu: English distilled £180/kg.
Cade: Spanish £0.90/kg.
Cajuput: £1.50/kg on spot.
Cananga: Java £10.00/kg spot.
Caraway: Imported £18.00/kg.
Cardamom: English distilled £95-£120/kg as to source.
Camphor white: £2.20/kg, cif.
Cassia: Chinese not offering.
Cedarwood: Moroccan £1.80/kg.
Celary: English £25/kg; Indian £18.
Cinnamon: Ceylon leaf £3.15/kg, cif. Bark, BP, £2.20.
Citronella: Ceylon £2.70/kg.
Clove: Madagascar leaf £3.20/kg spot and cif. Bud, English distilled £20.00.
Cod-liver: BP in 45-gal lots £40.95 naked; veterinary £38.80.
Coriander: £8.10-£9/kg as to grade.
Cubeb: English distilled £17/kg.
Dill: From £9.30/kg spot.
Eucalyptus: Chinese £9.00/kg, cif, 80-85, per cent.
Fennel: Spanish £2.75/kg nominal.
Geranium: (kg) Bourbon £21.15; Congo £14.
Ginger: English distilled £50/kg; Indian £23.
Juniper: Berry £3.50/kg; wood £0.55.
Lavender: French £12.00/kg.
Lemon: Sicilian best grades from £10.00/kg spot.
Lemongrass: £3.80/kg spot, £4.20, cif.
Lima: West Indian £8.50/kg spot.
Mandarin: £7.00/kg.
Nutmeg: (per kg) English distilled from West Indian £15.75; from E. Indian £13.55. Imported £5.70.
Olive: Spanish exports prohibited. Tunisian £790 metric ton, cif. Spot £825-£835 duty paid.
Palmarosa: £10.50/kg spot and cif.
Patchouli: Spot £7.00/kg; £8.75, cif.
Pennyroyal: Nominal.
Pappar: English distilled ex black £55.00/kg.
Peppermint: (kg) rvensis-Brazilian spot £4.80; £5.00, cif. Chinese £7.80, cif. Piperita American from £17.00.
Petigrain: Spot £11.00/kg; £10.30, cif.
Pimento: Berry £5.30/kg; leaf £4.80.
Pine: (kg) Pumilosis £1.75; sylvestris £0.51.
Rosmary: £5.12/kg.
Sandalwood: Unobtainable.
Sassafras: Not offering.
Spearmint: Chinese no spot; £9.00, cif. American £8.50 — all per kg.
Thyme: Red 85/70% £5.00/kg.

The prices given are normally those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the market quotations change frequently.

Coming events

Tuesday, January 29

Fife Branch, Pharmaceutical Society, Ollerton Hotel, Kirkaldy, at 7.30 pm. Mr G. Sharpe (Fife county convenor) on "Local government reform".

Teesside Branch, Pharmaceutical Society, Swallow Hotel, Stockton-on-Tees, at 7.30 pm. Dr L. Narriman on "Some aspects of pollution".

West Middlesex Branch, Pharmaceutical Society, Medical centre, West Middlesex Hospital, at 8 pm. Joint meeting with BMA. Professor Symington on "The scientific study of cancer".

Thursday, January 31

Cardiff, Newport and Monmouthshire and South East Wales Branches, Pharmaceutical Society, Park Hotel, Cardiff, at 7.45 pm. Mr A. G. Trotman on "Care chemist group".

Edinburgh and South-Eastern Scottish Branch, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45 pm. Joint meeting with South-Eastern Faculty of The Royal College of General Practitioners.

Advance information

North London Pharmaceutical Association, annual dinner, dance, and cabaret, February 14, Quaglino's Banqueting Suite, Bury Street, London SW1, at 7.30 pm.

Sherwood Region, Pharmaceutical Society, Postgraduate course on "Cardiac disorders and their treatment", at Tapton Hall, Sheffield University, April 5-7.

Second International Symposium on Micro-encapsulation, Chelsea College, University of London, during the week of September 20, 1974. Details from Dr J. R. Nixon, Pharmacy Department, Chelsea College, University of London, Manresa Road, London SW3 6LX.

Anglia Region, Pharmaceutical Society, Norfolk and Norwich Hospital, St Stephen's Road, Norwich, at 10.30 am; refresher course. February 3 on "Nervous and endocrine control of bodily functions"; February 17 on "Drug formulation" and "Ileo and colostomy appliances"; March 3 on "Recent changes in the law relating to pharmacy" and "Drug interactions".

South East England Region, Pharmaceutical Society. Postgraduate lectures; Kent Postgraduate medical centre, Kent and Canterbury Hospital, have been cancelled.

Brighton Polytechnic, Lewis Road, Moulsecomb, Brighton, April 2-5. Refresher course on "Physiology and pharmacology of the respiratory system". Details from Ann Walton, regional secretary, 28 The Rufflets, Sanderstead, Surrey. Advanced Information add



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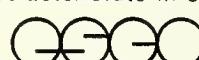
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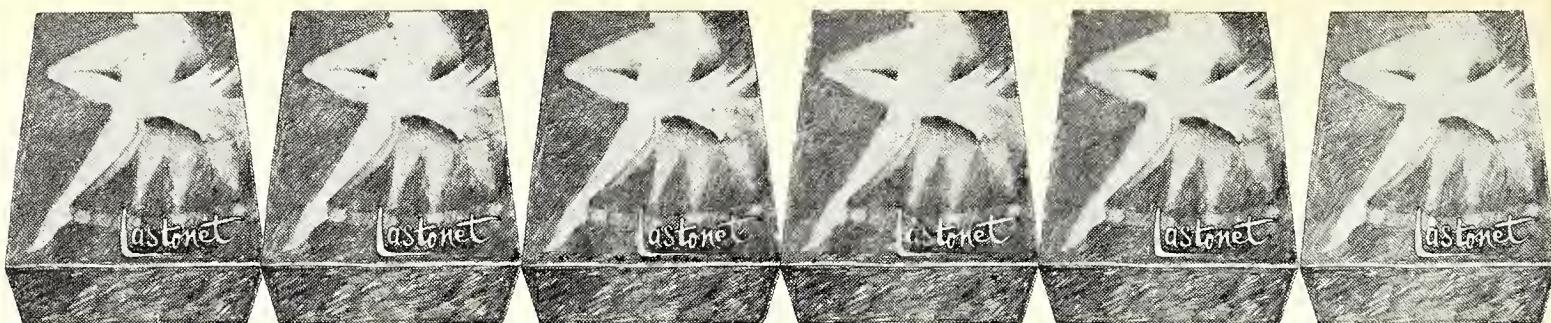
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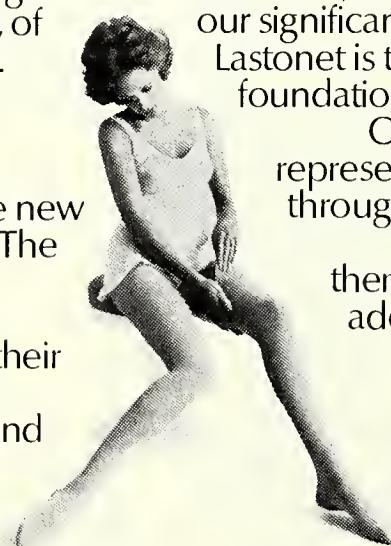
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